

VIP Reception Honors Monroe Tech Center Principal

Department's Prospect Activity—November:

- Responded to 828 requests for general information and
- Conducted 5 business visits
- Distributed 134 marketing packages, 102 business guides, 182 maps, and 190 growth summaries
- Assisted 17 new business start-ups
- Worked with 4 new and 36 on-going prospects
- Delivered 1 presentation
- Issued 1 Open Door Certificate
- Received 40,658 hits on www.loudounfarms.org, with 1,284 user sessions.
- Received 39,867 hits on www.loudoun.gov, with 8,906 user sessions

The fourth annual Economic Development Commission (EDC) VIP Reception was held November 4th at Lightfoot Restaurant in Leesburg. This year's event featured the presentation of the EDC Education and Workforce Committee's Education Leadership Award to Michael Megeath, former principal at CS Monroe Technology Center in Leesburg. Nearly 130 business and community leaders were in attendance.



CS Monroe Technology Center Principal Michael Megeath is presented the Education Leadership Award by Stewart Edwards of the Loudoun County Economic Development Commission's Education and Workforce Committee.

As principal of the CS Monroe Technology Center from 1977 to 2003, Mr. Megeath invested heavily of his time and effort as a leader in education and workforce development. He worked to change the image of today's technology education, which is very different from the vocational training of past eras. More than half of today's Monroe Technology Center graduates go on to college, and those who don't are equipped with valuable career-oriented skills from classes in fields as diverse as computer and digital animation, culinary arts, graphic communication, licensed practical nursing, masonry, and auto servicing technology.

(See VIP Reception, continued on page 3)

Distinctive Small Businesses Earn Chamber Honors

What do ice cream, dog walking & errand running, information technology outsourcing, and Spanish translation have in common? They're just a few of the products and services produced by the Chamber of Commerce's selection of Loudoun's most outstanding small businesses for 2004. The Chamber announced the 2004 Small Business Award Winners Thursday, November 18 at Lansdowne Resort, and the winners are:

Sweet T's Fire & Ice. This 15-year old Purcellville ice-cream shop & deli, now owned by Ian and Maylee Bush, was named *Small Business of the Year*.



Whitestone Farm: Located west of Aldie, this cattle farm was named *Agriculture Business of the Year*.

King Kahn from Whitestone Farm

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Announcements and Expansions

New & Existing Business



"I wish we could bring all our locations to Loudoun!"

*George Jones
Owner, Original Steakhouse & Sports
Theatre*

- SAIC (www.saic.com) announced a major statewide expansion November 17. Virginia Governor Mark Warner announced SAIC as one of four companies already in Virginia that are creating more than 11,000 new jobs in the state. The new positions will each pay an average salary of \$76,000. SAIC, the only one of the four with a major presence in Loudoun, announced a \$96 million investment and the creation of 4,515 jobs in Northern Virginia, Hampton Roads, and the Charlottesville area. Of those, 112 new positions will be created in Loudoun.

Science Applications International Corporation (SAIC) is the largest employee-owned research and engineering company in the United States, providing large-scale systems engineering and integration, information technology, and eSolutions to commercial and government clients. Virginia competed

for the SAIC expansion against alternative sites in Maryland, North Carolina, Washington DC, California, and Hawaii.

- The Original Steakhouse & Sports Theatre opened in Ashburn November 3. The 7,600 square foot, 200-seat franchise restaurant has hired a staff of 100. The sports-themed interior features ten 6-foot by 8-foot big screen televisions in the bar area, which show every football game being televised. The dining room is quieter and separated from the bar with glass walls, but also features multiple 32-inch televisions for viewing sporting events.

Owner George Jones praised Loudoun County government for helping him get the Original Steakhouse opened. The County, he said, "really respected what we were trying to do and did everything in their power to help us. It was refreshing — we wish we could build all our locations in Loudoun!"



**George's
Mill Farm
Bed and
Breakfast**

(Small Business, continued from page 1)

George's Mill Farm & Stables near Lovettsville is *Entrepreneur of the Year*.



Sign-A-Rama of Leesburg is *Franchise of the Year*.



Uno Communications of Sterling is *Home-Based Business of the Year*. The company provides a full spectrum of translation, editing, and customized training services.



**Glenfiddich artist Richard Busch
strives to create both beautiful
and functional pottery.**

Glenfiddich Farm Pottery of Leesburg was awarded *Product of the Year*.

Creep and Crawl Outfitters from Purcellville is *Retail Business of the Year*.

Everything & The Dog, a personal assistant, errand running & dog walking service in Leesburg, is *Service Business of the Year*.



BeckITSystems of Dulles is *Technology Business of the Year*, and provides information technology, engineering and management support outsourcing services.

In the News

- ◆ Bruce Tulloch and Eugene Delgaudio of the Loudoun County Board of Supervisors joined Delegate Dick Black in welcoming MC Dean CEO Bill Dean to the county at the company's grand opening November 17. The company moved its headquarters and approximately 185 employees from Chantilly to a 54,000 square foot building in Dulles. MC Dean is a 55-year old company specializing in complex power, electronics, homeland security, and telecommunications systems.
- ◆ For the eighth consecutive year, the Washington, DC area has the greatest number of the fastest growing companies in America, according to the annual **Inc. 500** company listing released November 22. Loudoun companies making this year's list are records management and data protection firm Excel Archives of Virginia, located in Sterling; defense contractor Argotek, located in Ashburn; and commercial construction and tenant fit-out specialist Milestone Construction of Sterling.
- ◆ According to the second quarter 2004 National Office Market Statistics from CoStar Commercial Realty Group, the Washington, DC metro area office space market ranks first in the nation for square footage under construction, with 12.45 million square feet currently being built. This more than doubles second-ranked New York City, which has 5.67 million square feet under construction.
- ◆ Plans for two major Loudoun developments were recently announced. **Peterson Companies** (www.petersoncos.com) announced plans in November for a 550-acre development near Leesburg Airport. The project, called Crosstrail, would include 900,000 square feet of retail space, 1.5 million square feet of office space, and 1,400 homes, half of which will be dedicated to age-restricted housing.
Buchanan Partners (www.buchananpartners.com) announced plans for Arcola Center, a \$330 million mixed-use development on Route 50 near Route 659. The 300-acre development could include up to 2 million square feet of office, industrial and flex space and 800,000 square feet of retail use.
- ◆ Loudoun business leaders **Sheila Johnson**, CEO of Salamander Development, LLC, and **Kristina Bouweiri**, Vice President and CEO of Reston Limousine Service, were recognized by the *Washington Business Journal* November 19 as two "Women Who Mean Business." The honor designated 49 of the region's most influential business women who are "making waves, making noise, making money, and making a difference."



CEO Bill Dean is presented with a Resolution of Recognition by Supervisor Bruce Tulloch, Delegate Dick Black, and Supervisor Eugene Delgaudio. The Board of Supervisors unanimously approved the resolution, which declared November 17th "MC Dean Day" in Loudoun County.



Sheila Johnson, above, and Kristina Bouweiri, below, were selected for "Women Who Mean Business" in part for their meaningful community involvement.



(VIP Reception, continued from page 1)

This year's event would not have been possible without financial support from current and former EDC members and their respective companies. 2004 VIP Reception sponsors were: Cheryl Beebe from Cardinal Bank; James Bennett from the Metropolitan Washington Airports Authority; Joe Boling and Noel Brown from Middleburg Bank; Jeff Browning from Browning Equipment, Inc.; Brian Cullen from Keane Enterprises, Inc.; Bob Gordon from Loudoun Commercial Title, LLC; Shaun Kelley from Riggs Bank; Ted Lewis from GeoConcepts Engineering, Inc.; Joe Paciulli from Paciulli, Simmons & Associates, Ltd.; Dave Parker from PM Realty; Deborah Rochkind from America Online, Inc.; and Jonathan Schwartz from The Fairfield Inn Washington Dulles Airport.



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Department News

- ♦ Warren Howell, Robyn Bailey, and Chip Umbaugh led 26 new members of the Leadership Loudoun program on a county tour November 18.
- ♦ Larry Rosenstrauch and Dorri Morin attended the Loudoun Youth Initiative "Step Up" symposium at Lansdowne November 10. They, along with more than 450 students, school officials, business leaders and other government representatives participated in group discussions of key youth issues, including alcohol and drugs, bullying, and community change. In addition to the group discussions, another goal of the event, which was sponsored by America Online, was to increase communication between Loudoun's youth and adults.

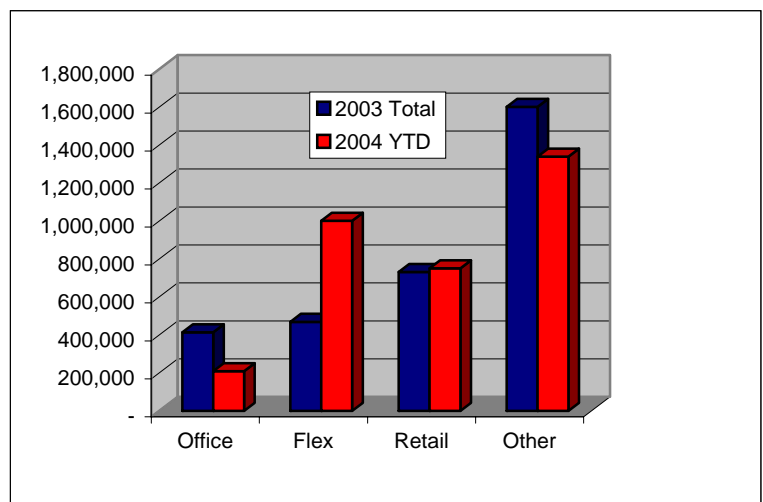
Recommendations from the group discussions will be developed into an action plan for addressing the challenges facing young people, and the plan will be presented to a variety of school, government, and community organizations.

- ♦ Robyn Bailey is continuing to play an active role in the **Route 50 Taskforce**. The organization has received formal approval by the Board of Supervisors, and has formed segment groups of business owners that are studying different sections of Route 50. In addition to these four groups, Robyn is working with the Business Group to ensure that each of the four segments includes economic development and tourism in their future plans.

Construction Activity

In October 2004, Loudoun County permitted a total of 374,021 square feet (SF) of nonresidential construction. The combined value of new buildings (\$11,909,487) and alterations (\$4,556,518) is over \$16 million.

- ♦ Office — 0 SF in October and 0 SF in September
- ♦ Flex/Industrial — 126,973 SF in October and 394,121 SF in September
- ♦ Retail — 123,655 SF in October and 23,508 SF in September
- ♦ Other — 123,393 SF in October and 312,453 SF in September
- ♦ Taxable — 272,612 SF in October and 424,892 SF in September
- ♦ Route 28 — 62,278 SF in October and 17,242 SF in September



Nonresidential Construction — Square Feet Permitted
2003 Total and 2004 Year-to-Date